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U.S. TRADE BARRIERS: A LEGAL ANALYSIS. By Eberhard Grabitz & Armin Von Bogdandy. Oceana Publications Inc. and European Law Press, 1992.

A legal analysis of the manner in which European countries view the current United States trade laws. This book offers attorneys, business professionals, government officials, and researchers a rare look into the viewpoint of how U.S. trading partners perceive the American system of trade regulation.

The book deals with the trade barriers erected by the U.S. against products originating in other countries. By studying systematically those American instruments that hinder international trade, the book provides a practical look at a complicated subject and serves as the basis for further research concerning the comparison of the different legal instruments developed by the major trading partners.

SMALL AND MEDIUM ENTERPRISES: TECHNOLOGY POLICIES AND OPTIONS. By A.S. Bhalla. Greenwood Press, Published on behalf of the United Nations Centre for Science and Technology Development, 1991.

In recent years, the potential role of small and medium enterprises (SMEs) in fostering socio-economic development has received increasing attention in the international economic community. However, no previous works have dealt with the technological capabilities of these enterprises. Here, A.S. Bhalla and a distinguished group of contributors fill this gap by presenting a sustained analysis of the technology issues and options facing small and medium enterprises in both urban and rural settings. The work is organized around three major issues: the policies and programs that affect small and medium enterprises; the innovation potential of these businesses; and the institutions and infrastructure

most conducive to their success in developing and advanced technologies.

INTERNATIONAL CAPITAL MOVEMENTS AND THE DEVELOPING WORLD: THE CASE OF TAIWAN. By Chich-Heng Kuo. Praeger Publishers, 1991.

While most advanced industrial countries have adopted a liberal approach to the regulation of capital flow, typical developing countries have been driven to control foreign exchange in order to prevent a flood of speculative capital inflows and retain domestic monetary resources for local development needs.

This book examines the Taiwanese experience in balancing controls on foreign capital with domestic development needs in a manner that has stabilized the national economy and created a substantial trade surplus. Chich-Heng Kuo's position in the Taiwanese government enables him to provide an accurate analysis of the legal framework and policies that have contributed to his country's success.

CHINESE FOREIGN ECONOMIC LAW: ANALYSIS AND COMMENTARY. By Rui Mu & Wang Guiguo. International Law Institute, 1990.

This book, which is a collaborative effort by thirteen Chinese legal scholars and authorities on foreign economic relations, discusses substantively and analyzes critically the development over the past ten years of the Chinese legal system as it relates to foreign economic relations, with emphasis on legislation and the implementation of laws in all important fields. Each author pays particular attention to the practical policy aspects of legislation and enforcement, as well as to proposals for improvement in the law. The laws and regulations discussed in this work include those in force at the beginning of 1990. Some legislation in draft form at that time is also discussed.

CHINESE NEGOTIATING STYLE; COMMERCIAL APPROACHES AND CULTURAL PRINCIPLES. By Lucian W. Pye. Quorum Books, 1992.

How precisely do the Chinese negotiate contracts and other agreements? Do they follow conventions similar to those of European negotiators? To the Japanese? Is there a pattern or style to their negotiations? These are the types of issues examined and resolved in Pye's guide. The volume is based on extensive interviews with Americans and Japanese who have had considerable first-hand experience negotiating with the Chinese. An effort has been made to highlight the areas in which there has been the greatest amount of confusion and misunderstanding for American business people.

Pye examines each step in the traditionally long negotiating process, from the first contacts to the responses after agreements have been reached. With an emphasis on cultural considerations and troubleshooting techniques, Pye gives solid, practical advice for business firms and individual negotiations, and thus anyone concerned with Chinese culture will find much to ponder in this book.

WESTERN EUROPEAN INTEGRATION; IMPLICATIONS FOR U.S. POLICY AND STRATEGY. By Michael J. Collins. Praeger Publishers, 1992.

Startling changes are taking place in Western Europe; this study argues that the U.S. strategic response should be no less dramatic. Michael J. Collins describes a creation of a new type of political organization--a new way for nations to integrate themselves politically in Western Europe--and contends that this new model is dynamic enough to rival older historical paradigms. Western Europeans are making massive changes in their international arrangements, with each other and with the outside world, in order to permit a natural evolution of national cultures along with the development of an intra-European culture. This changing political and economic situation in Europe has already

affected the way the United States looks at the world diplomatically, and it may soon alter the general thrust of U.S. military strategy with regard to NATO. Europeans and Americans alike are questioning how much longer a united Europe can expect American troops to defend them against the former Soviet Union, now that the Cold War era has ended. U.S. military strategy must change because the world is changing, and the increasing power of Western Europe is a major factor in the equation.

IMPORT AND CUSTOMS LAW HANDBOOK. By Michael J. Horton. Quorum Books, 1992.

Complying with import laws, regulations, and procedures is a technical, complex, and often costly legal problem. Michael Horton, a former customs officer himself and an attorney now specializing in customs law, draws on his practical experience to provide understandable explanations of what the laws are, how they work, and how import operations can be organized to conform to them and still be cost-effective. Comprehensive and easily accessed, Horton's handbook is also a study of the Customs Service's history, evolution, and current operations, providing corporate executives and particularly compliance officers with an understanding they need to communicate effectively with Customs officials, and in this way to sidestep potentially costly mistakes.

MANAGING A FOREIGN EXCHANGE DEPARTMENT; A MANUAL OF EFFECTIVE PRACTICE. Edited by Rudi Weisweiller. Quorum Books, 2d ed., 1991.

The purpose of this book is to help bankers in their task of establishing, developing, and supervising foreign exchange departments. The essays included provide insightful and explanatory comments of a general nature in an area where no two institutions are likely to have similar needs or opportunities. The scarcity of books on foreign exchange departments is largely due

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to this diversity. Rudi Weisweiller's edited collection will appeal to the bankers who want to collaborate closely and successfully with personnel in foreign exchange departments, and also to those actually engaged in the day-to-day work of those departments.

This is partly a book for foreign exchange dealers and partly a book about them. Each contributor to this book is experienced and still active in the field of foreign exchange. Their accumulated experience has led to this knowledgeable volume, which will be useful to present and future practitioners as a general overview of the foreign exchange department in the modern financial institution.

BOOK REVIEWS INVITED

If interested in reviewing one of the foregoing books, or any other book in the future, please contact the Book Review Editor at the office of *The Transnational Lawyer* by calling (916) 739-7259 or by sending a letter to the following address:

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